

Message Text

CONFIDENTIAL

PAGE 01 SINGAP 01717 151828Z
ACTION EA-12

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FM AMEMBASSY SINGAPORE
TO SECSTATE WASHDC 71

C O N F I D E N T I A L SINGAPORE 1717

STADIS//////////

EA ONLY

E.O. 11652: GDS
TAGS: EFIN, SN
SUBJECT: INVESTMENT TREATY

1. WE WERE PLEASED TO LEARN FROM MATERIALS SENT US FROM EA OF PROGRESS TOWARD A MODEL DRAFT BILATERAL INVESTMENT TREATY. WE ARE SURE THAT DEPARTMENT HAS DONE ITS BEST TO ELIMINATE FROM THE DRAFT PROVISIONS THAT WOULD REDUCE ITS USEFULNESS. AS FAR AS SINGAPORE IS CONCERNED, USEFULNESS LIES IN COMPENSATING, AT LEAST PSYCHOLOGICALLY, FOR LOSS OF OPIC ELIGIBILITY AND TO DEMONSTRATE U.S. WILLINGNESS TO COOPERATE IN MAINTAINING ATTRACTIVE INVESTMENT CLIMATE HERE.

2. RECOGNIZING THAT DEAL STRUCK WITH TREASURY MAY BE BEST POSSIBLE, WE SEE TWO RESIDUAL PROBLEMS THAT WOULD DETRACT FROM USEFULNESS OF TREATY AND CREATE PROBLEMS IN NEGOTIATING IT.

A. PROVISION THAT PARTIES PROVIDE MFN TREATMENT IN SCREENING NEW INVESTMENT. WE ARE NOT QUITE SURE WHAT THIS MEANS, BUT IT SEEMS TO SAY THT THE GOS MUST NOT DISCRIMINATE AGAINST U.S. INVESTOR IN MAKING ITS (USUALLY CONFIDENTIAL) DECISIONS ON WHO SHOULD INVEST. WE WOULD NOTE THAT, FIRST, NEW INVESTMENT PROPOSALS ARE NORMALLY NOT COMPETITIVE; THE GOS DOES NOT USUALLY CONFIDENTIAL

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ASK FOR ALTERNATIVE PROPOSALS, BUT CONSIDERS THOSE MADE ON AD HOC BASIS. SECOND, FOR SOME PROPOSALS THAT MIGHT BE MADE ON COMPETITIVE BASIS (E.G., DIESEL ENGINE PROJECT), GOS COULD RUN INTO ASEAN PROBLEMS IN ACCEPTING MFN INVESTMENT SCREENING PROVISION. THIRD, PROVING NON-MFN TREATMENT IN SCREENING INVESTMENT WOULD PROBABLY BE SO DIFFICULT AS TO MAKE PROVISION INEFFECTIVE.

B. PROVISION ON CONSULTATIONS. WHILE WE ARE PLEASED THAT TREASURH HAS GIVEN UP ON TREATY LANGUAGE THAT WOULD HAVE CALLED FOR A STANDSTILL OR CONSULTATIONS ON INVESTMENT INCNTIVES AND PERFORMANC REQUIREMENTS (WHICH WOULD HAVE UNDERCUT WHOLE PSY-CHOLOGICAL PURPOSE OF TREATY WITH SINGAPORE), WE FEAR WE WILL RUN INTO VERY HEAVY WEATHER IF WE IDENTIFY THESE FACTORS AS REASON FOR INCLUSION OF CON ULTATIONS PROVISION. THIS WOULD ESPECIALLY BE TRUE IF WE UGGEST THAT WE WANT A SAY IN WHAT INCENTIVES SHOULD BE OFFERED NOT ONLY TO U.S. FIRMS BUT TO ALL INVESTORS.

3. WE BELIEVE GOS UNDERSTANDS PRESIDENT'S OFFER OF INVESTMENT TREATY AS USG SUPPORT FOR GOS EFFORTS TO ATTRACT U.S.INVESTORS.

IT DOES NOT EXPECT TO OE ASKED TO PAY A PRICE FOR TREATY, ESPECIALLY IN TERMS OF LIMITATIONS ON ITS INVESTMENT INCENTIVES.
HOLDRIDGE

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